

## WHAT'S IN A NAME?

“What's in a name? That which we call Western BD or ID Conroy Pty Ltd by any other name will still offer excellent accounting and business development services.”

As Juliet stood on the balcony lamenting Romeo's family name, she wasn't intending that a few hundred years later Western BD and ID Conroy Pty Ltd would misquote her.

Juliet continues that “Romeo would, were he not Romeo called, retain that dear perfection which he owes without that title”. In the same way, Globe BD will be as good if not better than its predecessors – Western BD and ID Conroy Pty Ltd.

Ian's company was in Wangara and looked to move to the Canning Vale area. Rod has been looking to expand for some time. Paul Gough, Ian Conroy and Rod Western have joined together to form GLOBE BD – with the BD still relating to ‘business development’.

Ian is a Chartered Accountant as well as a Certified Practising Accountant and has been in public practice for 23 years. Rod is a CPA and has been in public practice for 12 years. Paul is completing CPA certification and has worked in the accounting field for ten years. Together they have 45 years experience – and that's before they add staff years.

The name Globe BD is meant to imply a global focus – in the sense that services offered and delivered will be comprehensive, all inclusive and have the ability to go worldwide if that's where you want to go.

Globe BD values are Trust, Integrity, Honesty, Courtesy, Professionalism, Friendliness, High work ethic, and respect.

Globe BD core competencies are Business Planning, Tax Planning, Systems Development, Superannuation and Financial Planning.

Globe BD's addresses:

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[www.globebd.com.au](http://www.globebd.com.au)

## SEMINAR UPCOMING

Globe BD is going to continue Western BD's tradition of offering seminars on a range of topics. If there is a topic close to your heart, please let us know and we will organize a presentation.

### Globe BD's inaugural seminar is on **Developing a Great Business**

**Tuesday 4<sup>th</sup> September  
2pm – 5pm**

Key features:

- Make your business work for you – rather than you being its slave;
- Work smarter & achieve increases in profit & business satisfaction;
- Have a great business – not a ‘run of the mill’ variety.

Rod will introduce you to the ‘5 P's’ –

- People
- Procedures
- Philosophy
- Philanthropy
- Profit

by looking at some great businesses and how they operate. He will also consider why some businesses fail – no matter how good the product or the owner's intention.

Gold and Silver Fixed Price Agreement clients may attend all seminars free of charge. Cost for all other attendees is a tax deductible \$140 per business for 2 people.

Contact Globe BD on T: 9456 3303  
F: 9456 0091

or email: [admin@globebd.com.au](mailto:admin@globebd.com.au)  
for further information & registration

## Planning for next year's tax starts now!

Most of us think that planning for tax is making sure we have enough money in the bank to pay the tax bill – or deciding to spend the refund on the house insurance or paying off the credit card. It should be much more than that. Good tax planning now can ensure a worry-free tax future.

Things to consider include:

- Is your corporate structure able to offer you the best tax advantages? The new individual tax rates might make it beneficial to distribute more company income to individuals. Can your partnership income be distributed to a trust or company?
- Are your beneficiaries up-to-date? Is your current plan still what you want?
- Can your stock be re-valued for maximum tax benefits?
- How would your business cope if you had to leave suddenly? Do you have an 'exit' strategy or are you relying upon immortality to get your business through tough times?
- Have you taken maximum advantage of the Federal Government's superannuation plans?
- Would you prefer to pay tax instalments throughout the year – avoiding a tax bill and even getting a refund?

There are many options available to ensure that you pay the right amount of tax – not too much, not too little. If our accountants haven't already called you and organized a meeting to plan for tax – you should call us.

Another great way to plan for your tax is to plan your accounting requirements through our Fixed Price Agreements (FPA). This year-round service provides ongoing accountancy and tax assistance as well as your own on-the-spot tax advisor. FPA's mean no end-of-financial-year surprises – whether they be tax or accountancy bills.

Globe BD has Gold, Silver and Bronze FPA packages and in 2007/2008 we will offer a Platinum FPA for advanced business planning and development.

### NEW FACES AT GLOBE BD

MARTIN FENG JOINED WESTERN BD IN MAY. HE HAS COMPLETED A MASTERS OF PROFESSIONAL ACCOUNTING IN WA AND IS A CPA ASSOCIATE MEMBER. PRIOR TO THAT GAINED A LAW DIPLOMA IN CHINA. MARTIN HAS BEEN IN AUSTRALIA FOR 3 YEARS AND COMES FROM THE ZHEJIANG PROVINCE IN CENTRAL CHINA.

LILIE TSE HAS BEEN WITH ID CONROY PTY LTD FOR ONE YEAR AND HAS 2 ½ YEARS OF PUBLIC PRACTICE. SHE HAS A BACHELOR OF COMMERCE (ACCOUNTING & FINANCE) FROM UWA. PRIOR TO PUBLIC PRACTICE WORK, LILIE WORKED IN THE COMMERCIAL SECTOR. LILIE HAS BEEN IN AUSTRALIA FOR 14 YEARS AND HAILS FROM INDONESIA.

WELCOME TO YOU BOTH.